



UNSW
SYDNEY

Australia's
Global
University

Agent Training Guide:
Undergraduate and Postgraduate
Coursework Programs

WHERE
GREAT
MINDS
DO
BUSINESS



UNSW | AGSM 
Business School

GOOD MINDS ASK WHY. GREAT MINDS ASK **WHY NOT?**

DEAR VALUED UNSW RECRUITMENT PARTNER,
UNSW BUSINESS SCHOOL VALUES THE RELATIONSHIP WE
HAVE WITH YOU, AND WOULD LIKE TO THANK YOU FOR
YOUR CONTINUED SUPPORT IN HELPING US RECRUIT
QUALITY STUDENTS INTO OUR BUSINESS SCHOOL.

We understand that you require an incredible amount of
knowledge when providing advice and guidance to potential
applicants, but are time-poor for any formal training.

As such, we've designed this simple guide to give you a snapshot
and some quick facts about the Business School. We hope
that the information and tips provided will help you assess and
recommend the right program to potential applicants wanting to
study at UNSW Business School.

Regards,

Future Student Recruitment
UNSW Business School

WE LOOK FORWARD TO
WORKING WITH YOU

UNSW SYDNEY RANKINGS



TOP WORLD RANKING

UNSW is ranked 45th in the 2017/18 QS World University Rankings.



TOP CHOICE

Our graduates are the most hired by LinkedIn's top 30 most in-demand employers in 2015.



MORE ENTREPRENEURS

UNSW has produced more technology entrepreneurs in the past 15 years than any other Australian university (CrunchBase 2013).



MORE MILLIONAIRES

UNSW boasts more millionaire alumni than any other university in Australia, according to research by Spear's WealthInsight 2016.



UNSW BUSINESS SCHOOL RANKINGS



TOP SUBJECT RANKINGS

- Ranked #11 in the world for Accounting and Finance
- Ranked #23 in the world for Business and Management Studies
- Ranked #32 in the world for Economics and Econometrics
- Ranked #42 in the world for Information Systems

(2017 QS World University Rankings by Subjects)



TOP MBA

One of Top 45 institutions named in the Global Elite Quadrant of the QS Global 250 Business Schools 2017 (for Full-Time AGSM MBA).



MOST EMPLOYABLE

UNSW was ranked #2 with its Business School ranked #9 in Australia for graduate employability by the Times Higher Education Global University Employability Ranking 2016.

PRME



UG

UNDERGRADUATE

Developing the technical and specialist skills in business to succeed in a rapidly changing global economy.

RECOMMENDING THE RIGHT PROGRAM



OUR UNDERGRADUATE COURSEWORK PROGRAMS ARE DESIGNED TO EQUIP STUDENTS WITH THE LATEST BUSINESS KNOWLEDGE AND PRACTICAL EXPERIENCE TO HELP THEM PURSUE A WIDE RANGE OF CAREER OPTIONS.

HELP FIND THE RIGHT PROGRAM FOR YOUR STUDENTS.



Identify student's career aspirations and personal goals



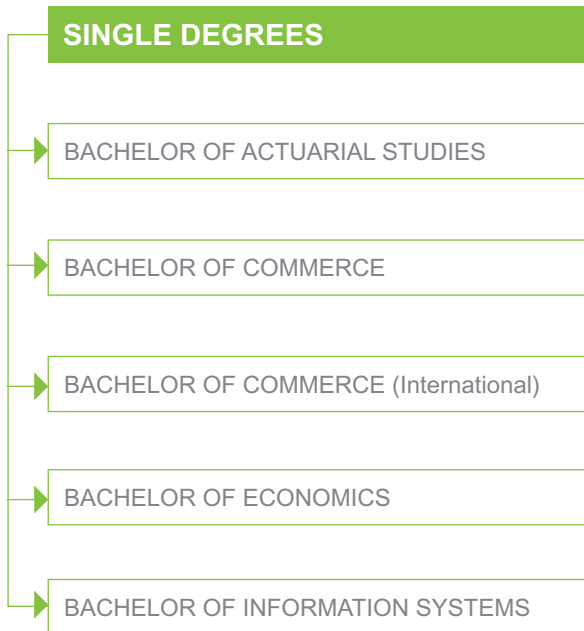
Assess student's academic background



Recommend the right program(s) to the student

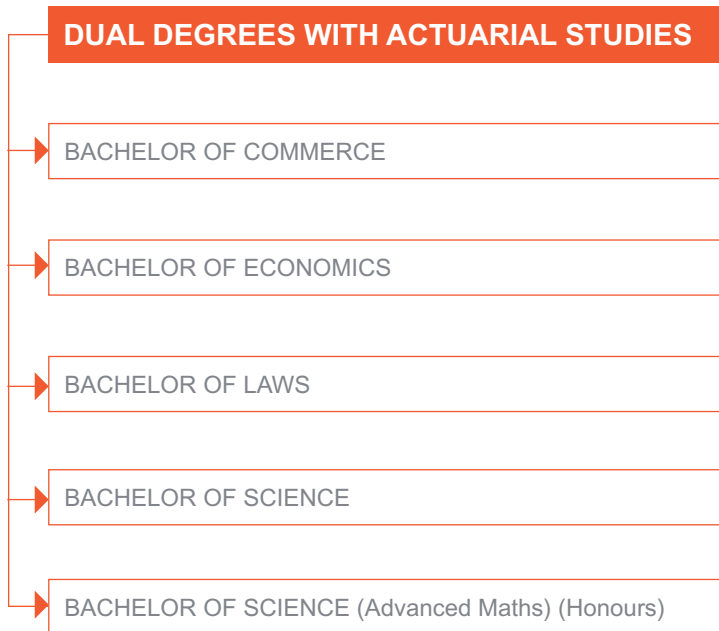


STUDY OPTIONS





STUDY OPTIONS





STUDY OPTIONS

DUAL DEGREES WITH COMMERCE

BACHELOR OF ARTS

BACHELOR OF AVIATION (Management)

BACHELOR OF DESIGN (Honours)

BACHELOR OF ECONOMICS

BACHELOR OF EDUCATION (Secondary)

BACHELOR OF FINE ARTS

BACHELOR OF INFORMATION SYSTEMS

BACHELOR OF LAWS

BACHELOR OF MEDIA (PR & Advertising)

BACHELOR OF MUSIC

BACHELOR OF SCIENCE

BACHELOR OF SCIENCE (Advanced Maths) (Honours)

BACHELOR OF SCIENCE (Advanced) (Honours)

BACHELOR OF SCIENCE (Computer Science)

BACHELOR OF ENGINEERING (Honours)



STUDY OPTIONS

DUAL DEGREES WITH ECONOMICS

▶ BACHELOR OF ARTS

▶ BACHELOR OF EDUCATION (Secondary)

▶ BACHELOR OF LAWS

▶ BACHELOR OF SCIENCE

▶ BACHELOR OF SCIENCE (Advanced Maths) (Honours)

▶ BACHELOR OF SCIENCE (Advanced) (Honours)

TIPS TO ASSESSING UNDERGRADUATE COURSEWORK PROGRAMS





**3 years
full time**

BACHELOR OF Actuarial Studies

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE FOR HIGH-ACHIEVING STUDENTS WANTING TO ENTER THE ACTUARIAL PROFESSION. THEY WILL LEARN TO EVALUATE AND MANAGE RISK BY APPLYING MATHEMATICAL, STATISTICAL AND FINANCIAL ANALYSES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised secondary (high school) qualification (or equivalent) that meets the entry cut-offs of the program. E.g. Entry cut-offs for international students include:

| | International ATAR | UNSW Foundation | GCE A Levels | International Baccalaureate |
|---|-----------------------|--------------------|-----------------|--------------------------------|
| B Actuarial Studies | 93.00 | 8.5 | 15 | 35 |
| Dual Actuarial Studies Degrees (except with B Law) | 93.00 | 8.5 | 15 | 35 |
| B Actuarial Studies/B Laws | 94.00 | 8.5 | 16 | 36 |

OR

- ✓ Other post-secondary or tertiary qualifications



FOR MORE INFORMATION: Visit <http://www.business.unsw.edu.au/degrees-courses/undergraduate/all>



PROFESSIONAL RECOGNITION: Students will gain exemptions from the Actuaries Institute's Part I professional examinations, the Core Technical (CT) subjects of the Institute and Faculty of Actuaries (UK), and the Validation by Educational Experience (VEE) credit for the Society of Actuaries (USA) when they achieve the required academic standards.



ADDITIONAL MAJOR: Opportunity to study another business major, mathematics, quantitative data science, and statistics.



3 years
full time

BACHELOR OF Commerce

Available: Semester 1 (Feb); Semester 2 (July)

MOST SOUGHT-AFTER, HIGHLY REGARDED BUSINESS QUALIFICATION THAT OPENS THE DOOR TO A WIDE VARIETY OF CAREERS AND INDUSTRIES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised secondary (high school) qualification (or equivalent) that meets the entry cut-offs of the program. E.g. Entry cut-offs for international students include:

| | International ATAR | UNSW Foundation | GCE A Levels | International Baccalaureate |
|---|-----------------------|--------------------|------------------|--------------------------------|
| B Commerce | 91.30 | 8.0 | 14 | 34 |
| B Commerce/B Music | 91.30 + audition | 8.0 + audition | 14 + audition | 34 + audition |
| Dual Commerce Degrees (Except with B Laws) | 94.00 | 8.5 | 16 | 36 |

OR

- ✓ Other post-secondary or tertiary qualifications



FOR MORE INFORMATION: Visit <http://www.business.unsw.edu.au/degrees-courses/undergraduate/all>



ADDITIONAL MAJOR: Opportunity to study a second business major.



**4 years
full time**

BACHELOR OF Commerce (International)

Available: Semester 1 (Feb); Semester 2 (July)

MULTIDISCIPLINARY DEGREE FOR THOSE WANTING TO DEVELOP CROSS-CULTURAL AS WELL AS BUSINESS ACUMEN NEEDED FOR A SUCCESSFUL GLOBAL CAREER.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised secondary (high school) qualification (or equivalent) that meets the entry cut-offs of the program. E.g. Entry cut-offs for international students include:

| | International ATAR | UNSW Foundation | GCE A Levels | International Baccalaureate |
|----------------------------|-----------------------|--------------------|-----------------|--------------------------------|
| B Commerce (International) | 92.25 | 8.2 | 15 | 34 |

OR

- ✓ Other post-secondary or tertiary qualifications



FOR MORE INFORMATION: Visit <http://www.business.unsw.edu.au/degrees-courses/undergraduate/all>



ADDITIONAL MAJOR: Opportunity to study a second business major or an international studies major (including a language study).



3 years
full time

BACHELOR OF Economics

Available: Semester 1 (Feb); Semester 2 (July)

SPECIALIST DEGREE FOR STUDENTS WANTING TO ACQUIRE A SOLID GROUNDING IN THE FIELD OF ECONOMETRICS, ECONOMICS OR FINANCIAL ECONOMICS FOR A CAREER IN THE PUBLIC OR PRIVATE SECTORS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised secondary (high school) qualification (or equivalent) that meets the entry cut-offs of the program. E.g. Entry cut-offs for international students include:

| | International ATAR | UNSW Foundation | GCE A Levels | International Baccalaureate |
|--|-----------------------|--------------------|-----------------|--------------------------------|
| B Economics | 90.00 | 7.8 | 13 | 33 |
| Dual Economics Degrees (Except with B Laws) | 90.00 | 7.8 | 13 | 33 |
| B Economics/B Laws | 94.00 | 8.5 | 16 | 36 |

OR

- ✓ Other post-secondary or tertiary qualifications



FOR MORE INFORMATION: Visit <http://www.business.unsw.edu.au/degrees-courses/undergraduate/all>



ADDITIONAL MAJOR: Opportunity to study a second business major.



GLOBAL OPPORTUNITIES: Overseas exchange and global practicum program available.



**3 years
full time**

BACHELOR OF Information Systems

Available: Semester 1 (Feb); Semester 2 (July)

SPECIALIST DEGREE IN INFORMATION SYSTEMS THAT PREPARES STUDENTS FOR CAREERS IN THE INFORMATION AND COMMUNICATIONS TECHNOLOGY (ICT) INDUSTRY.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised secondary (high school) qualification (or equivalent) that meets the entry cut-offs of the program. E.g. Entry cut-offs for international students include:

| | International ATAR | UNSW Foundation | GCE A Levels | International Baccalaureate |
|-----------------------|-----------------------|--------------------|-----------------|--------------------------------|
| B Information Systems | 85.00 | 7.6 | 11 | 31 |

OR

- ✓ Other post-secondary or tertiary qualifications



FOR MORE INFORMATION: Visit <http://www.business.unsw.edu.au/degrees-courses/undergraduate/all>



PROFESSIONAL RECOGNITION: Accredited by Australian Computer Society (ACS) at the Professional Level



GLOBAL OPPORTUNITIES: Overseas exchange and global practicum program available.

PG

POSTGRADUATE

Developing the essential skills and knowledge for career advancement, career change or professional accreditation.

RECOMMENDING THE RIGHT PROGRAM



OUR **POSTGRADUATE** COURSEWORK PROGRAMS ARE
DESIGNED TO SUIT DIFFERENT CAREER INTERESTS AND GOALS.
HELP FIND THE RIGHT PROGRAM FOR YOUR STUDENTS.



Identify student's career aspirations and personal goals



Assess student's academic and/or professional background



Recommend the right program(s) to the student



STUDY OPTIONS

Non-business graduate

AVAILABLE TO NON-BUSINESS GRADUATES LOOKING TO GAIN A POSTGRADUATE DEGREE IN BUSINESS:





STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING
TO STUDY A DIFFERENT BUSINESS AREA:



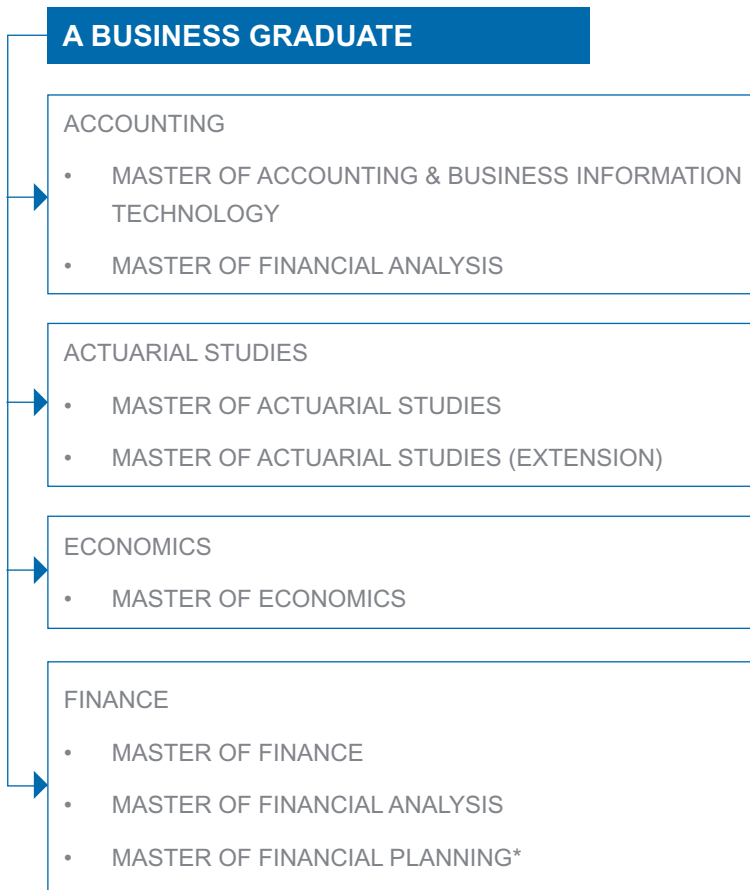
*This program focuses on meeting Australian industry requirements and its delivery is mostly online. Not recommendable for international students with a student visa.



STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING FURTHER STUDIES IN A SPECIFIC BUSINESS AREA:



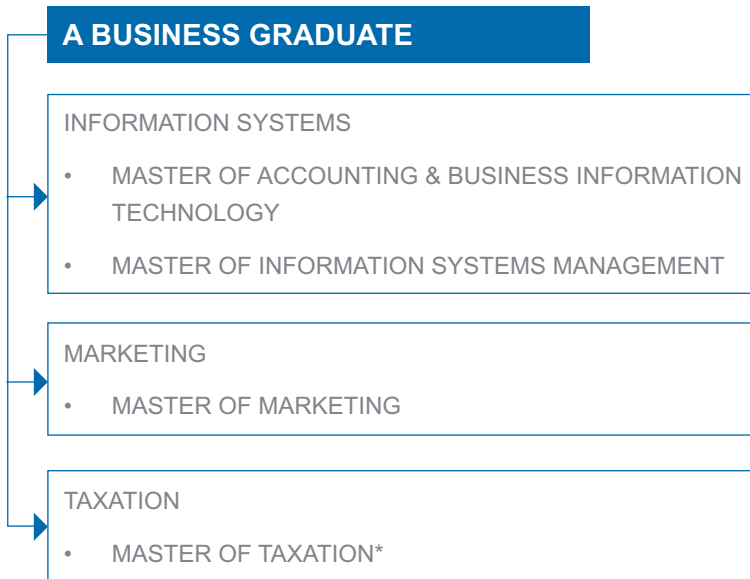
*This program focuses on meeting Australian industry requirements and its delivery is mostly online. Not recommendable for international students with a student visa.



STUDY OPTIONS

Business graduate

AVAILABLE TO BUSINESS GRADUATES WANTING FURTHER STUDIES IN A SPECIFIC BUSINESS AREA:



*This program focuses on meeting Australian industry requirements and its delivery is mostly online. Not recommendable for international students with a student visa.

TIPS TO ASSESSING POSTGRADUATE COURSEWORK PROGRAMS





**1.5 years
full time**

MASTER OF Accounting & Business Information Technology

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE COMBINING STUDIES IN ACCOUNTING AND INFORMATION SYSTEMS (IS) TO DEVELOP TECHNICAL SKILLS TO MANAGE THE ACCOUNTING SYSTEMS USED BY BUSINESSES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Accounting within the Bachelor degree; OR
- ✓ A major (at least 7 courses) in Information Systems within the Bachelor degree.

OR

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- Ideal for accounting graduates seeking IS knowledge.
- Ideal for IS graduates seeking accounting knowledge.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in accounting or information systems.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Financial Analysis
- Master of Commerce





1.5 years
full time

MASTER OF Actuarial Studies

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN ACTUARIAL STUDIES RECOGNISED BY ACTUARIAL PROFESSIONAL BODIES IN AUSTRALIA, UK AND US.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Actuarial Studies within the Bachelor degree.

TIPS

- Ideal for actuarial graduates seeking to complete any remaining Part I subjects as well as Part II and the Enterprise Risk Management module of Part III subjects required by Actuaries Institutes (Australia).
- Non-actuarial graduates with a major in Econometrics, Mathematics or Statistics should apply to the Master of Actuarial Studies (Extension).

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in actuarial studies.





**2 years
full time**

MASTER OF Actuarial Studies (Extension)

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN ACTUARIAL STUDIES RECOGNISED BY ACTUARIAL PROFESSIONAL BODIES IN AUSTRALIA, UK AND US. THIS EXTENDED PROGRAM ALLOWS ADVANCED STUDY IN ACTUARIAL AND RISK MANAGEMENT COURSES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Actuarial Studies within the Bachelor degree; OR
- ✓ A major (at least 7 courses) in Econometrics within the Bachelor degree; OR
- ✓ A major (at least 7 courses) in Mathematics or Statistics within the Bachelor degree.

TIPS

- Ideal for non-actuarial graduates seeking to complete Part I and Part II subjects required by Actuaries Institutes (Australia).
- Non-actuarial graduates with a major in Econometrics, Mathematics or Statistics should apply to start in Semester 1 (Feb) due to course offerings.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in actuarial studies.





1.5 years
full time

MASTER OF Commerce

Available: Semester 1 (Feb); Semester 2 (July)

A HIGHLY REGARDED BUSINESS DEGREE WITH A LARGE CHOICE OF SPECIALISATIONS TO SUIT VARIOUS CAREER ASPIRATIONS AND PERSONAL GOALS.

ENTRY REQUIREMENTS CHECKLIST

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- Ideal for business graduates wanting to study a different business area within a shorter duration (with transfer credits awarded).
- Ideal for non-business graduates seeking a postgraduate degree in business.
- Graduates seeking a 2-year study program should consider the Master of Commerce (Extension).

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in business or commerce.

SPECIALISATIONS AVAILABLE: Banking; Business Analytics; Business Strategy; Economics & Finance; Enterprise Systems & Business Design; Finance; Global Sustainability & Social Enterprise; Human Resource Management, Innovation & Entrepreneurship; International Business; Management Accounting; Organisation and Management Studies; Risk Management.



**2 years
full time**

MASTER OF Commerce (Extension)

Available: Semester 1 (Feb); Semester 2 (July)

A HIGHLY REGARDED BUSINESS DEGREE WITH A LARGE CHOICE OF SPECIALISATIONS TO SUIT VARIOUS CAREER ASPIRATIONS AND PERSONAL GOALS. THIS EXTENDED PROGRAM ALLOWS STUDENTS TO OBTAIN TWO BUSINESS SPECIALISATIONS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- Ideal for non-business graduates seeking a postgraduate degree in business.
- Ideal for business graduates wanting to study a different business area.
- Ideal for graduates wanting to study two business specialisations.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in business or commerce.

SPECIALISATIONS AVAILABLE: Banking; Business Analytics; Business Strategy; Economics & Finance; Enterprise Systems & Business Design; Finance; Global Sustainability & Social Enterprise; Human Resource Management, Innovation & Entrepreneurship; International Business; Management Accounting; Organisation and Management Studies; Risk Management.





1 year
full time

MASTER OF Economics

Available: Semester 1 (Feb)

A SPECIALIST DEGREE IN ECONOMICS PROVIDING ADVANCED LEVEL ECONOMICS TRAINING, WITH THE OPPORTUNITY TO PURSUE A PHD PROGRAM IN ECONOMICS.

ENTRY REQUIREMENTS CHECKLIST

Applicants need to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (70% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Economics within the Bachelor degree; AND
- ✓ Upper-level Economics courses with a high CREDIT average (70% or higher in each course).

OR

- ✓ A recognised Honours degree (with a research thesis) in Economics with a Second Upper Class (2.1) or better.

TIPS

- Ideal for economics graduates seeking advanced level knowledge in economics and research methods.
- Strict entry requirements, with no alternative pathways for non-economics graduates.
- Opportunity to pursue a PhD in economics after completion.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (Business Strategy)
- Master of Commerce (Economics and Finance)





**1 year
full time**

MASTER OF Finance

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN FINANCE FOCUSING ON ADVANCED LEVEL FINANCE TRAINING, WITH THE OPPORTUNITY TO SPECIALISE IN CORPORATE FINANCE & INVESTMENT BANKING, FINANCE OR FUNDS MANAGEMENT

ENTRY REQUIREMENTS CHECKLIST

Applicants need to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Finance within the Bachelor degree; AND
- ✓ A CREDIT average (65% or higher) within the Finance major.

TIPS

- Applicants must also demonstrate competence in mathematics and statistical methods.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (Banking OR Finance)
- Master of Financial Analysis
- Master of Financial Planning





1 year
full time

MASTER OF Financial Analysis

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE COMBINING ACCOUNTING AND FINANCE,
DESIGNED FOR FUTURE CA, CPA OR CFA PROFESSIONALS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Accounting within the Bachelor degree; OR
- ✓ A major (at least 7 courses) in Finance within the Bachelor degree.

TIPS

- Ideal for accounting graduates seeking finance knowledge.
- Ideal for finance graduates seeking accounting knowledge.
- Suitable for graduates majoring in both Accounting and Finance with the opportunity to choose advance courses in these areas.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Accounting & Business Information Technology
- Master of Commerce (Finance)
- Master of Finance
- Master of Financial Planning



**1.5 years
full time**

MASTER OF Financial Planning

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN FINANCIAL PLANNING THAT PROVIDES THE ESSENTIAL KNOWLEDGE AND SKILLS FOR A FINANCIAL PLANNER OR ADVISOR CAREER IN AUSTRALIA.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Finance with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

OR

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher) as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ At least 2 years (full-time) relevant work experience.

TIPS

- This program focuses on meeting Australian industry requirements and its delivery is mostly online. Not recommendable for international students with a student visa.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in finance, taxation, or financial planning.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Finance
- Master of Financial Analysis
- Master of Commerce (Finance)





1.5 years
full time

MASTER OF Information Systems Management

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN INFORMATION SYSTEMS RECOGNISED BY AUSTRALIAN COMPUTER SOCIETY, PREPARING GRADUATES FOR PROFESSIONAL PRACTICE IN THE INFORMATION AND COMMUNICATIONS TECHNOLOGY (ICT) INDUSTRY.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
 - ✓ A major (at least 7 courses) in Information Systems (or related discipline) within the Bachelor degree; AND
 - ✓ At least 2 years (full-time) relevant work experience.
- OR
- ✓ A recognised Honours degree (with a research thesis) in Information Systems with a Second Upper Class (2.1) or better.
- OR
- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
 - ✓ At least 1 year (full-time) relevant work experience.

TIPS

- Ideal for IS/IT professionals seeking further or advanced level knowledge in information systems, and/or IS/IT professionals seeking senior roles in the ICT industry.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in information systems and professional work experience.



**2 years
full time**

MASTER OF International Business

Available: Semester 1 (Feb); Semester 2 (July)

A MULTI-DISCIPLINARY BUSINESS DEGREE WITH A STRONG FOCUS IN INTERNATIONAL BUSINESS FOR SUCCESSFUL GLOBAL BUSINESS CAREERS.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- Ideal for non-business graduates seeking a degree in international business.
- Ideal for graduates seeking a career with a multinational company, government agency, trade commissions or organisations with global business connections.
- Ideal for graduates seeking a 2-year study program in business.
- Graduates seeking a shorter program in International Business should consider the Master of Commerce.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in business or commerce.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (International Business)





1.5 years
full time

MASTER OF Marketing

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN MARKETING DESIGNED FOR THOSE SEEKING SENIOR MARKETING ROLES.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ At least 2 years (full-time) relevant work experience; AND demonstrated competency in business statistics.

OR

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ At least 5 years (full-time) relevant work experience; AND demonstrated competency in business statistics and evidence of formal marketing training.

OR

- ✓ A recognised Bachelor degree (or equivalent) in Commerce or Business with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator; AND
- ✓ A major (at least 7 courses) in Marketing (or related discipline) within the Bachelor degree; AND
- ✓ At least 1 year (full-time) relevant work experience.

TIPS

- Ideal for graduates with relevant studies and work experience seeking further knowledge and skills in contemporary marketing.
- Ideal for marketing professionals to update or upgrade their existing skills and knowledge.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in marketing and professional work experience.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Commerce (Marketing)

**1.5 years
full time**

MASTER OF Professional Accounting

Available: Semester 1 (Feb); Semester 2 (July)

A PROFESSIONAL DEGREE WITH A STRONG FOCUS IN ACCOUNTING, PROVIDING A PATHWAY TO BECOMING A CERTIFIED ACCOUNTANT.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

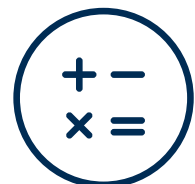
- Ideal for business graduates wanting to change their career focus to accounting.
- Suitable to non-business graduates seeking careers in accounting.
- Not suitable for accounting graduates due to repeat learning.
- Graduates seeking a 2-year study program should consider the Master of Professional Accounting (Extension).

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in accounting.

ALTERNATIVE PROGRAMS

Your student might want to consider:

- Master of Accounting & Business Information Technology
- Master of Commerce (Management Accounting)
- Master of Financial Analysis





2 years
full time

MASTER OF Professional Accounting (Extension)

Available: Semester 1 (Feb); Semester 2 (July)

A PROFESSIONAL DEGREE WITH A STRONG FOCUS IN ACCOUNTING, PROVIDING A PATHWAY TO BECOMING A CERTIFIED ACCOUNTANT. THIS EXTENDED PROGRAM HELPS DEVELOP DEPTH IN ACCOUNTING WITH 4 ADDITIONAL COURSES.

ENTRY REQUIREMENTS CHECKLIST

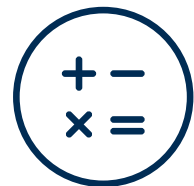
Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- Ideal for business graduates wanting to change their career focus to accounting.
- Ideal for non-business graduates seeking careers in accounting.
- Not suitable for accounting graduates due to repeat learning.
- Ideal for graduates seeking a 2-year study program in accounting.

TRANSFER CREDITS AVAILABLE: Up to 4 courses (24 UOC) may be awarded based on previous study in accounting.





**1 year
full time**

MASTER OF Taxation

Available: Semester 1 (Feb); Semester 2 (July)

A SPECIALIST DEGREE IN TAXATION, PROVIDING TAX ADVISORS WITH A SOLID GROUNDING IN TAXATION AND COMPLIANCE REQUIREMENTS TO BETTER SUPPORT THEIR CLIENTS WITHIN AUSTRALIA.

ENTRY REQUIREMENTS CHECKLIST

Applicants are required to have:

- ✓ A recognised Bachelor degree (or equivalent) in Taxation, Law or Commerce with a CREDIT average (65% or higher), as determined by the UNSW Postgraduate Coursework Entry Calculator.

TIPS

- This program focuses on meeting Australian industry requirements and its delivery is mostly online. Not recommendable for international students with a student visa.

SPECIALISATIONS AVAILABLE:

Applied Taxation; International Taxation; Revenue Administration; Taxation; and Taxation and Financial Planning.

TRANSFER CREDITS AVAILABLE: Up to 2 courses (12 UOC) may be awarded based on completion of professional qualification (such as GradDip CA).

NOTE: Applicants did not complete a university level course of study in taxation as part of their bachelor degree are required to complete a qualifying taxation course (TABL5901 or TABL5551) prior to commencing the Master of Taxation. Also, the qualifying taxation course does not count towards the Master of Taxation.



USING THE POSTGRADUATE COURSEWORK CALCULATOR

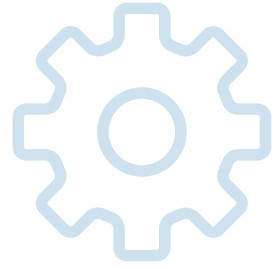


USE THE POSTGRADUATE COURSEWORK CALCULATOR TO DETERMINE IF YOUR STUDENTS MEET THE MINIMUM ACADEMIC REQUIREMENTS:

www.admissions.unsw.edu.au/PGCalculators

NOTES

1. For graduates from an overseas university, the minimum academic requirement is the equivalent of a CREDIT average (65%) from an Australian university.
2. For a 211 China university graduate, the minimum average mark considered is 72 which is equivalent to a 65% scaled average using the calculator.
3. For a non-211 China university graduate, the minimum average mark considered is 88 which is equivalent to a 85% scaled average using the calculator.



UNSW ENGLISH LANGUAGE REQUIREMENTS

THE UNSW ENGLISH LANGUAGE REQUIREMENTS ALSO APPLY TO OUR PROGRAMS:

BUSINESS UNDERGRADUATE

For IELTS Academic:

6.5 overall (with a minimum of 6.0 in each sub-test)

For TOEFL (iBT):

90 overall (with a minimum of 23 in writing, and 22 in reading, listening and speaking)

For Pearson Test of English (PTB) Academic:

64 overall (with a minimum of 54 in each subtest)

BUSINESS POSTGRADUATE

For IELTS Academic:

7.0 overall (with a minimum of 6.0 in each sub-test)

For TOEFL (iBT):

94 overall (with a minimum of 25 in writing, and 23 in reading, listening and speaking)

For Pearson Test of English (PTB) Academic:

65 overall (with a minimum of 54 in each subtest)

Please visit the UNSW English Language requirements website for more information.

www.unsw.edu.au/english-requirements-policy

BEFORE YOU LODGE AN ONLINE APPLICATION

THE MORE YOU KNOW ABOUT YOUR STUDENTS, THE MORE YOU CAN ASSIST THEM IN CHOOSING A PROGRAM THAT BEST FITS THEIR CAREER ASPIRATIONS. HERE ARE SOME TIPS TO HELP YOU PRE-ASSESS YOUR STUDENTS BEFORE LODGING AN ONLINE APPLICATION:

- ✓ Has your student visited our website and identified the program they might be interested in?
- ✓ Does the chosen program match your student's career aspirations?
- ✓ Does your student meet the entry requirements of the program?
- ✓ Does your student meet the UNSW English Language requirements?
- ✓ Does your student want to apply for transfer credits (if eligible)?
Note that transfer credits will reduce the program duration.
- ✓ Does your student have the required documentation for the application?

WHO CAN ASSIST YOU?

FUTURE STUDENT RECRUITMENT

UNSW Business School

Phone: +61 2 9385 3507

Email: studybusiness@unsw.edu.au

Our Student Recruitment team can help you counsel your students in choosing the program that is right for them.

UNSW Apply Online Agent Homepage

www.applyonline.unsw.edu.au/agent-login

Once the agency administrator authorises your access as a counsellor, you will be able to search and view applications that have been submitted through your branch.

UNSW ADMISSIONS

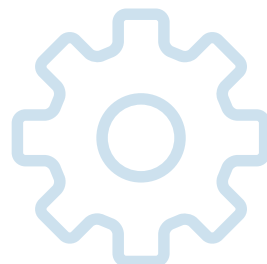
UNSW Sydney

Phone: +61 9385 3656

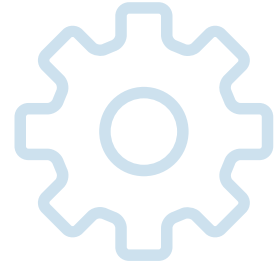
Online enquiry form: www.enquiry.unsw.edu.au

Contact UNSW Admissions when you have lodged an application and you want to:

- Follow up on an application
- Request for transfer credits
- Request for a program change
- Ask other admissions-related questions



USEFUL WEBSITES



UNSW BUSINESS SCHOOL WEBSITES

Degrees and Courses

Everything you need to know about our business programs:

www.business.unsw.edu.au/degrees-courses

Student Support and Resources

Support services available to our business students:

www.business.unsw.edu.au/students/resources

Global opportunities

Overseas exchange and global opportunities available:

www.business.unsw.edu.au/students/student-experience/global-opportunities

UNSW WEBSITES

UNSW Housing

For on-campus and off-campus accommodation options:

www.housing.unsw.edu.au

UNSW Careers and Employment

For career support services, internships, and careers events:

www.careers.unsw.edu.au

UNSW Online Handbook

For detailed program and course information:

www.handbook.unsw.edu.au

UNSW Scholarships

For scholarships available:

www.scholarships.unsw.edu.au



UNSW | AGSM 
Business School

UNSW Business School
UNSW Sydney
Sydney NSW 2052 Australia

Phone: + 61 2 9385 3507

Email: studybusiness@unsw.edu.au

Web: www.business.unsw.edu.au



facebook.com/unswbusiness



linkedin.com/company/unswbusiness

CRICOS Provider Code: 00098G